**MORTGAGE COMPANIES AND OTHERS**

Ralph C. Sutro Co.  
5225 Wilshire Blvd., Los Angeles, Cal.  

Robert Sutro, partner  
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Check here if you would like to receive a statement of consolidated figures

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**GENERAL OPERATIONS**

**PLEASE DISREGARD FHA TITLE II LOANS IN ANSWERING ITEMS 1, 2 AND 3 BELOW**

1. Loan charges on new, home loans: (See Explanation and Definition Sheet)

<table>
<thead>
<tr>
<th>ANNUAL INTEREST RATES</th>
<th>PREVAILING INTEREST RATE</th>
<th>COMMISSION OR SERVICE FEE</th>
<th>APPROP. TOTAL OF OTHERS</th>
<th>USE $3000 LOAN FOR EXAMPLE</th>
</tr>
</thead>
<tbody>
<tr>
<td>8%</td>
<td>6%</td>
<td>2 or 3%</td>
<td>45.60%</td>
<td></td>
</tr>
</tbody>
</table>

*If costs are different in case of construction loans, please explain:

Same for either construction or re-finance loans

2. Prevailing repayment plan for new, home loans: (Answer only appropriate one)

a. If monthly plan:  
   - MONTHLY PAYMENT INCLUDING INTEREST AT PREVAILING RATE
   - 9 or 10
   - $ never less, occasionally more

b. If other than monthly payment plan:  
   - OCCASIONAL SPECIAL ARRANGEMENTS

3. Appraisals on new, home loans:

a. Maximum percentage of appraisal loaned  
   - 65%  

b. What proportion of loans made past 12 months were within 10% of maximum  
   - 70%

4. Prevailing terms offered on sales of home properties owned:  
   None owned  

<table>
<thead>
<tr>
<th>DOWN PAYMENT</th>
<th>IF ON LAND CONTRACT</th>
<th>IF MORTG. IS TAKEN</th>
</tr>
</thead>
<tbody>
<tr>
<td>$</td>
<td>$</td>
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</table>

<table>
<thead>
<tr>
<th>ANNUAL INTEREST RATE</th>
<th>$</th>
<th>$</th>
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<table>
<thead>
<tr>
<th>MONTHLY PAYMENT PER $1000, INCLUDING INTEREST OR REPAYMENT REQUIRED ON BALANCE (QUARTERLY, SEMIANNUALLY, ETC.)</th>
<th>$</th>
<th>$</th>
</tr>
</thead>
</table>

5. Please list the principal institutions (such as insurance companies, banks, Federal National Mortgage Association, etc.) for whom your company originates and makes loans, or to whom it sells and assigns home mortgages:

   - Prudential Insurance Co., Investors Syndicate and a few others

6. Please estimate the percentage of dollar volume of home loans made since the beginning of 1937 which were sold to individuals:  
   - 55%  

*Please refer to attached form where space is provided for a tabulation of your mortgage and real estate operations.*